

BUYERS IN EUROPE.

ARE NOW BUSY SECURING
VELTIES OF ALL SORTS.Europe is Quite a Different Thing
Europe Seen by Those Who
Cross the Sea for Pleasure andSpecial Correspondence.]
NEW YORK, July 8.—One large element
among that crowd the Atlantic
the summer opens do not cross
for pleasure. True, they are full
enjoy themselves keenly and in-
gathering all through the ships'
But their errand is one pri-
business. For they are the buyers
importing, jobbing and de-
stores who are making their sea-
image to the foreign textile cen-with all her enterprise and or-
still takes her fashions and her
from Europe, and twice a
kind of alert and shrewd mar-
the markets of Europe to learn
the latest novelties in fabrics,
etc. They represent colosses,
their orders with a dash that
them welcome from one end of
the other.Buyers are a type by themselves.
they fall under two heads. They
members of the firm personally
the purchase of some imported
they are the heads of some special
in a great concern. In either
are the pick of the dry goods
and, experienced veterans who
where to go and where, when
to buy. Visitors they are, but
and no foreign manufacturer
of trying to palm off frauds
provincials hailing from a re-
land.Speaking the wholesale trade
is six months ahead of the
is, for example, the big dealers
blankets in July and organizes
in December. Hence in the
the trade is getting its
winter supplies, and in fact is
any orders for goods for the fol-
Thus the successful buyer
a streak of divination in his
he must not only be perfectly
with reigning styles, but must be
what the coming styles will
to some extent he must create
large orders which shall give
impulse to the European locus.
to see that men in this position
of extraordinary keenness and
of course they must be thor-
themselves; then they must be good
must have broad sympathies
and, must have a cul-
tivity that will command the
confidence of the very
and banking houses of
They must, in short, be indeed
"princes," qualified to meet on
the best blood in the world ofwhole confuse these buyers with
clamping them under the one
sign of "commercial travel"
this is a gross mistake. The
other one of the firm or a trusted
who purchases the stock of goods
summers are subsequently put
to sell. True, as a trader he
the selling of the stock he has
but rarely acts as a drummer
and, as a rule, does not know his cost or
of political science.Young Sumner was not favored by fortune
except that he was blessed with brain,
and when he finished his college career he
found it necessary for him to do something
at once for his support. He was appointed
a tutor in Yale college and at the same
time he studied theology. He was ordained
a priest in the Episcopal church and could
at any time retire from his profession
and enter the pulpit if so disposed. He
was never called to any pulpit, probably
because he did not know how to do it
or of political science.Professor Sumner's enormous popularity
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which after all could not conceal the good
nature and the love of fun which were in
him, made his influence very great with
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tendency of the Yale students was to favor
the doctrine of protection, but since Professor
Sumner has taught them it has been
observed that many of the students now
graduate with decided inclination toward
the free trade doctrine. Some of them
altered their views after they got out into the
world and some maintained them.At one time Professor Sumner believed
that in order to understand politics in its
highest and best sense a person should
have an actual familiarity with its operations.
He therefore consented to become an
active politician in New Haven, and his
party was only too glad to avail itself
of his popularity. He was elected an alder-
man and served in that office with great
credit, and it must be said, with great dis-
satisfaction to himself. Personal contact
with the ward politician gave Professor
Sumner an insight into politics and re-
vealed to him certain mysteries which
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short experience therein.Professor Sumner has written, besides
text books and countless controversial essays
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he determined to make politics his career,
and being patient he has at last managed
to gain recognition as one of the growing
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the greater writer, while Lodge will be
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of Mulhouse are its ideas. Here
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designs which set the feminine
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phasized in the superiority of
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lines are often quite as elegant
as are more costly.The great jobbers and importers
of Mulhouse, manufacturers sug-
gested on their experience with
trade in America, and thus get
signs which give distinction to
The Alsatian artist manufac-
tured to take these hints.
unique textile center in Europe
Switzerland. Most people as-
turdly little republic with
but to the dry goods buyer it
blowberries. These goods are
famous amount at St. Gall and
ring villages. Here the indus-
embroidered in the rocky soil,
its and prices are almost as
mountains themselves. The
embroidery, as soft and fine
comes from these mountain
hither the buyers gather in

E. J. EDWARDS.

quest of novelties as eagerness as tourists
seeking the Alpine flowers and novelties.
In the kindred branch of lace, the chief
centers are Brussels, Calais and Nottingham.
This is one of the industries which
is heroically dealt with by the new tariff,
so that domestic competition is springing
up actively in several localities here in
America.Other special markets might be named,
such as Gera, Meerane, Plaue, St. Etienne,
Aix-la-Chapelle, Crefeld and the like,
wholly unknown to the ordinary traveler
but perfect Meccas to the dry goods buyer.
I shall only mention one more, however,
queenly Lyons, the home and center of the
silk trade of the world. This is one of the
most fascinating spots to the buyer of rich
fabrics. To him it has the attraction which
Venice has for the artist or Rome for the
historian. Here he may revel in the latest
triumphs in the richest materials. He is
surrounded by the best fruits of textile
art, and he must have a steady head not to
plunge into extravagancies which he will
surely rue before the season is over.Such are most of the textile centers of
Europe whether the great bands of Amer-
ican buyers go on semiannual pilgrimage.
Of course there are in addition the metro-
politan markets—Paris, quick witted and
charming—Berlin, the center of the ladies'
cloak trade—and gay Vienna, with her but-
tons and trimmings. These great markets
are not neglected by our buyers, who are
very human and like to mingle a spice of
pleasure with their business. But after
all it is in the more remote and even se-
cret centers of the trade that the shrewder
and safer buyer makes his discoveries of
new styles, fabrics and designs which six
months later are the wonder and delight
of the crowds that gather before the win-
dows and crowd up to the counters of our
retail dry goods stores.

HENRY R. ELLIOT.

SUMNER AND LODGE.

They Are Personally Much Alike, but in
Opinion They Differ Greatly.
(Special Correspondence.)NEW YORK, July 7.—Publishers say that
the most popular of the writers of short
histories and biography are Professor William
T. Sumner, of Yale college, and Congress-
man Lodge, of Massachusetts. In
some respects these two men have had
careers singularly alike, while in others
they have been as different in their ways
of living, in their opinions regarding great
historical events and characters and in
their literary style as two men can well be.
Professor Sumner is now nearly fifty years
of age, but he looks and acts like a young
man. He was bald even when, a recent
graduate from Yale, he accepted an instruc-
tor's chair there. But if he was bald he
was also youthful and full of good
comradery, so that he became a great pet
with the college boys. He was a classmate
of William C. Whitney and Governor
Chamberlain, of South Carolina, and even
in his college days he achieved a distinc-
tion among his classmates equal to that
which these distinguished men gained
when they were students.

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TRAINED HANDS.

How They Prove of Incalculable Value
to Women at Her Work.Too much cannot be said in favor of
training the hands to do whatever work
they are called on to do with exactness.
A vast amount of the force of the world
is merely wasted because the worker has
not been properly trained to work in
the simplest and best manner. Want of
method is at the bottom of most of the
troubles of overworked nervous women.
They fritter away more than double the
amount of energy required to do their
work properly, and yet often fail in ac-
complishing it at the end.A systematic cook will go into her
kitchen, lay out the materials for an
elaborate dinner, and by steady, orderly
work will have everything ready at the
proper time. She will leave no debris of
her work behind when the dinner is
served, and—except for the few pots and
pans, soaking—there will be no sign
about the kitchen of what she has
accomplished. The housekeeper who
indulges in brilliant flashes of industry
and lets her work slide between times is
an abject failure, but not more of one
than the over energetic housewife who
takes a dozen steps where three will suffice,
and uses up her strength in petty
ways, so that she is unable to accomplish
necessary tasks or only does them finally
by an almost superhuman effort.As a rule American housekeepers dis-
like science and method as applied to
their work, and with some show of rea-
son. Grahambans and various other food
cranks have appropriated good terms,
full of meaning originally, and have ap-
plied them to their own ideas. Scientific
cooking is associated almost irrev-
ocably in the mind of the average
housekeeper with bran bread and oat-
meal mush—a diet now warranted by
intelligent physicians to break down the
strength of a Tartar savage. Thorough
scientific knowledge of what is necessary
to sustain life would lead any one to
avoid such a diet. The matters which
it is especially necessary to bring down to
a scientific basis in order to save time
are methods of work.In the kneading of bread, for example,
if the work is done properly and the
dough turned and folded systematically
in kneading there is no waste, no sticking
of bread to the bowl, it is raised in, and no dust left over the board. The
simple exercise of kneading steadily and
easily for half an hour is no hardship; it
is, on the contrary, an admirable and
delightful exercise, which may be recom-
mended for broadening the chest. When
the proper method of handling the paste
in making puff paste is once acquired
you may discard marble tables and
chilled rolling pins, and success is cer-
tain as it can be from any merely human
work.If the skilled housekeeper is offered
any labor saving tool to assist her in this
work she can tell in a moment, if she
understands the best method, whether
the new tool will be of assistance or
merely offers a makeshift for the genuine
process. Good makers of cake formerly
used an old fashioned egg whip. By
taking long strokes in a manner
they beat the whites to a coarse, moder-
ately stiff froth, such as makes a delicate,
tender cake. With some of the new
patent beaters they can produce a
fine froth, stiff and tough enough to bend
when cut. A good cake baker knows,
however, that such a froth will produce
a fine grained, but a tough cake.Again, in mixing in the flour with the
other ingredients, the trained worker
knows that if she folds the flour in care-
fully, instead of taking circular stirring
strokes, her cake will be feather light,
but that with the circular stirring she
will break down the whites and render
the cake liable to be tough. Her success
depends upon scientific knowledge of the
proper way to do her work in every case.In cleaning there is a right and a wrong
way. If the worker scrubs a floor in the
lucky "hit or miss" style of some
housewives she can devote a great deal
of strength to her work and yet leave a
larger part of the dirt on the floor when
she is done. If, on the contrary, the
worker keeps two pails of water at hand,
one to scrub with and one for rinsing the
floor with, abundance of clean cloths and
a firm brush, and the floor is scrubbed
with the grain of the wood, it may be
cleaned with very little outlay of muscle.

—New York Tribune.

The Stowaway.

A very small boy stole a ride on a train
running out of Jersey City the other
day. When two men took their seats
they heard a slight snuffle beneath them,
and one of them, looking around, found
a boy hardly bigger than a pound of tea
lying on the floor, shielded from sight by
the reversed backs of two seats, which
formed a tent over him. Of course, the
men did not inform the trainmen that
they were carrying a stowaway.Indeed, one man was inclined to slip
twenty-five cents down to the little
rogue. Men always seem to like young
scamps. The child was still beneath
the seats when the two men got off
the train. He was still snuffling, too;
perhaps from fear of the vigorous shaking
which he knew would be forthcoming when
he was discovered.—New York Tribune.

Big Cables on the Brooklyn Bridge.

The four cables of the Brooklyn bridge
are sixteen inches in diameter each and
consist of about 29,000 single wires. One
difficulty with which the engineers of
the Brooklyn bridge had to contend was
the fact that the outside or exposed wires
were expanded by the heat of the sun,
while the inner and protected ones were
not so affected. The pressure of the
wind, too, being of varying velocity, re-
quired such adjustment of the wires as
to prevent displacement, even in a hurricane.It took fifteen months' continual
work to string the wires of the bridge.—
New York Tribune.

A Modern Romeo.

Teacher—Why did Alexander weep?
Class—Cos he couldn't find any more
worlds to conquer.Teacher—Why could he find no more
Class—Cos he didn't advertise.—New
York Truth.

A SMALL GRAIN ELEVATOR.

How One Day Is Built—A Necessity in
Farming Districts.

(Copyright 1891, by American Press Association.)

In nearly every town or village in the
great farming region of the west there is
a grain elevator or storehouse, where the
farmers dispose of their produce. This
building must necessarily be of some
proportions to size and strength, de-
pending on size upon the area of country
by which it is patronized for the required
capacity. Such a structure the capacity
and weight to be carried should be care-
fully counted, and the timbers whichwill go into her kitchen, lay out the materials for an
elaborate dinner, and by steady, orderly
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